EXHIBIT 7

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1
                IN THE UNITED STATES DISTRICT COURT
 2
                FOR THE EASTERN DISTRICT OF VIRGINIA
 3
                        ALEXANDRIA DIVISION
     RUTH SMITH, individually and
 4
      on behalf of all others Case No. 1:22-cv-00081-LMB-WEF
 5
     similarly situated,
 6
          Plaintiff,
 7
     vs.
 8
     SUNPATH, LTD, a Massachusetts
     corporation,
 9
          Defendant.
10
11
       VIDEOCONFERENCED 30(b)(6) DEPOSITION OF SUNPATH, LTD
                       (through ANDREW GARCIA)
12
                          December 8, 2022
13
     VIDEOCONFERENCED APPEARANCES:
14
     ON BEHALF OF THE PLAINTIFF:
15
               PATRICK H. PELUSO, ESQ.
               Woodrow & Peluso, LLC
16
               3900 E. Mexico Avenue, Suite 300
               Denver, Colorado 80210
17
               Phone: 720-213-0675
               Email: ppeluso@woodrowpeluso.com
18
     ON BEHALF OF THE DEFENDANT:
               GREGORY CAFFAS, ESQ.
19
               Roth Jackson Gibbons Condlin
20
               8200 Greensboro Drive, Suite 820
               McLean, Virginia 22102
21
               Phone: 703-485-3535
               Email: gcaffas@rothjackson.com
22
     Also Present: Paul Sporn, Esq.
23
2.4
25
                                                           Page 1
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- 1 Q. So we're looking at the licensee details
- 2 for Chukran Management Group, which is the entity that's a
- 3 party to the contract that we just reviewed as Exhibit 3.
- 4 A. Okay.
- 5 Q. Scrolling down, it's kind of split between
- 6 the first and second page, but, you know, it says valid
- 7 licenses. The type of license is automobile warranty.
- 8 And then it says active appointments, automobile warranty,
- 9 and then there's two companies listed there. One says
- 10 Wesco Insurance Company, and then the second one says
- 11 SunPath Ltd Corp d/b/a SunPath Ltd Corp of Delaware.
- Do you see that?
- 13 A. Yep.
- Q. Safe to say that that is your company,
- 15 SunPath?
- 16 A. Yes.
- Q. Do you have any knowledge of -- of what a
- 18 licensee appointment in this context means and why SunPath 18
- 19 would be listed?
- 20 A. Yes.
- Q. Can you explain that to me?
- A. Because Florida requires that they be
- 23 appointed to sell there if they want to sell products in
- 24 Florida.
- Q. Okay. So is it -- is it accurate to say

- 1 to the extent it calls for speculation. You can answer,
- 2 Andrew.
- 3 A. Yeah. Our attorney handles it after we
- 4 find out if they have a license. I don't know the exact
- 5 process.
- 6 Q. (By Mr. Peluso) Okay. But SunPath is
- 7 involved in that appointment process, even if it's just
- 8 handled by SunPath's in-house attorney; correct?
- 9 MR. CAFFAS: Objection. Again, relevance.
- 10 Objection on the grounds of speculation and on the grounds
- 11 that it misstates the witness's testimony. You can answer
- 12 to the extent you're able to, Andrew.
- 13 A. I know we have to get the license from the
- 14 entity, and I don't know what happens after that.
- Q. (By Mr. Peluso) Would anyone at SunPath
- 16 know?

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- 17 A. Our attorney.
 - Q. Okay. What is that attorney's name?
 - A. Paul Sporn.
- Q. And then on that "Active Appointment" tab
- 21 there, you know, next to SunPath, it says there's an issue
- 22 date of 9/20/2021, and then I guess it expires on
- 23 9/30/2023. Do you see that?
- A. Yeah.
- Q. If we go down to sort of the bottom of that

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- 1 that in order to sell SunPath products in Florida, there
- 2 has to be a licensee appointment affiliating the entity
- 3 with SunPath?
- 4 MR. CAFFAS: I'm going to object to the
- 5 extent that it calls for a legal conclusion, object to the
- 6 extent it's not relevant, and object to the extent it
- 7 calls for speculation. But, Andrew, you can answer to the
- 8 extent you're able to.
- 9 A. Yeah. I know that they have to get
- 10 appointed and they need to have a license for Florida, but
- 11 what that means legally, I have no idea.
- 12 Q. (By Mr. Peluso) Right. Okay. Is SunPath
- 13 involved in the process of being listed as an active
- 14 appointment with the State of Florida, or is that
- 15 something that the third party just kind of handles?
- MR. CAFFAS: Before you answer, Andrew,
- 17 I'll also raise the objection of relevance before you
- 18 answer, but you can answer to the extent you're able to.
- 19 A. We confirmed that they obtained the license
- 20 when they request signing to you know got seeses to our
- 20 when they request signup to, you know, get access to our 21 products.
- Q. (By Mr. Peluso) Is there any paperwork
- 23 that SunPath has to file with the State of Florida in
- 24 order to get this appointment active?
- 25 MR. CAFFAS: Objection again, relevance and Page 31

- 1 page, there's, you know, a tab titled "Inactive
- 2 Appointments." And the second company under the inactive
- 3 appointment category is -- is SunPath; correct?
- 4 A. Yep.
- 5 Q. And there, it says that the issue date was
- 6 7/13/2017, which expired on 7/31/2021. Do you have any
- 7 knowledge of why the appointment would have expired at the
- 8 end of July 2021, only to be reactivated sometime in
- 9 September 2021?
- 10 A. No. I see lots of expirations there.
- 11 Q. Right. Right. I understand. I'm just
- 12 only asking about SunPath. As you see, it sort of expired
- 13 and then the one that's listed as active picked back up
- 14 seven weeks after that.
- 15 A. I see a whole bunch expired. I have no
- 16 idea. It's probably just a Florida standard. I have no
- 17 idea.
- 18 Q. Right. Okay. Was there ever a gap in the
- 19 relationship between American Protection and SunPath?
- 20 Stated another way, did -- did the relationship between
- 21 SunPath and American Protection continue during the period
- 22 of 7/31/2021 and 9/20/2021?
- 23 MR. CAFFAS: Objection. Vague. Objection,
- 24 as well, to the extent it calls for a legal conclusion and
- 25 speculation. You can answer, Andrew.

- 1 A. I'm not aware.
- Q. (By Mr. Peluso) Is there anyone at SunPath 3 that would be aware, do you think?
- A. It would have to be looked into. They're a 5 very small account. I don't know when exactly they used 6 us and didn't.
- Q. Okay. So are you aware of any sort of gaps 8 or terminations in the relationship between SunPath and
- 9 American Protection?
- 10 A. Any gaps or term -- I'm not aware of any
- 11 terminations until recently, but I'm not -- I'm not aware
- 12 of when they would have, you know, utilized our products 13 or not.
- 14 Q. Okay. You said you're not aware of any
- 15 terminations until recently. Has there been a recent
- 16 termination of the relationship?
- 17 A. We don't -- we don't work with them
- 18 anymore.
- 19 Q. When did that happen?
- 20 A. I think in -- probably around March or
- 21 April of this year.
- Q. Okay. All right. I'm going to go back to
- 23 the document that you labeled Exhibit 1. Just for your
- 24 recollection, this is the -- the deposition notice --
- 25 excuse me -- that has the list of topics. I would just

- Q. Okay. 2 says, "Your complete relationship
- 2 with American Protection, including all contracts,
- 3 agreements, leads, and communications sent and received
- 4 by" -- it says "by between you and American Protection
- 5 regarding any marketing or other services performed by
- 6 American Protection or its agents on your behalf."
- 7 Let's just kind of break that up. We've
- 8 already reviewed the contract from June of 2017 between
- 9 SunPath and American Protection. Are there any other
- 10 contracts or agreements between the two parties?
 - A. No. Not that I'm aware of.
- 12 Q. Okay. That response not that you're aware
- 13 of, have you looked into whether there are other contracts
- 14 or agreements?

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- 15 A. No. Because there wouldn't be any. I
- 16 mean, that's our only agreement that we have with any
- 17 independent contractor.
- 18 Q. Okay. So you're comfortable saying that
- 19 the 2017 agreement, that's the only contract?
- 20 A. Yes.
- Q. Okay. Now, can you, in your own words,
- 22 describe SunPath's relationship with American Protection?
- A. That's the document.
 - Q. Right. So I understand there's a Call
- 25 Center Marketing Agreement, and, you know, the document Page 36

1 like to go through these topics with you.

- 2 Topic 1 says, "All telephone calls you or
- 3 any third party acting on your behalf caused to be made to 4 plaintiff."
- 5 Did SunPath place any calls to plaintiff?
- 6 A. No. We don't -- we don't make any phone 7 calls unless it's for people who have called us about
- 8 claims.
- 9 Q. Right. That's my understanding, as well.
- 10 So SunPath does not do outbound telemarketing itself;
- 11 correct?
- 12 A. No. Nobody makes calls on our behalf,
- 13 either.
- 14 Q. Okay. I think we could disagree on that,
- 15 but --
- MR. CAFFAS: Objection to form.
- 17 Q. (By Mr. Peluso) Any legal conclusions
- 18 about "on behalf of" are not really what I'm asking about.
- 19 So safe to say SunPath doesn't make
- 20 telemarketing calls? Any calls that it would make would
- 21 just be sort of direct calls with its customers if someone
- 22 calls in with an issue about a claim or something like
- 23 that?
- A. Yes. And no one makes calls for us,
- 25 either. On behalf.

- 1 speaks for itself. But under that agreement, is it fair
- 2 to say that American Protection is authorized to market
- 3 and sell SunPath products?
- 4 MR. CAFFAS: I'm going to object on the
- 5 grounds of speculation, calling for a legal conclusion,
- 6 and asked and answered to the extent it relates to the
- 7 last question, but you can answer, Andrew.
- 8 A. Yeah. The only agreement we have with them
- 9 is what's outlined in the agreement.
- 10 Q. (By Mr. Peluso) Okay. What sort of
- 11 contracts -- excuse me.
- 12 What sort of products does SunPath offer
- 13 that American Protection is authorized to market?
- 14 A. Service contracts.
- 15 Q. Service contracts.
- 16 A. Vehicle service contracts.
 - Q. Vehicle service contracts. Okay. Car
- 18 warranties, in layman's terms; right?
 - A. Yeah. You're not supposed to use the word
- 20 "warranty."

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- 21 Q. Okay. What -- what sort of additional
- 22 detail or explanation can you provide to me about what
- 23 those service contracts are? You know, if someone buys
- 24 one, what are they buying?
 - A. It outlines the terms under which we pay

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- 1 Q. (By Mr. Peluso) So, you know, the --
- 2 that's the "on behalf of" thing again. I understand that,
- 3 you know, that's sort of a legal conclusion that we don't
- 4 need to sort of argue over. But do you dispute -- do you
- 5 dispute that American Protection made phone calls in an
- 6 effort to sell your product?
- 7 MR. CAFFAS: I'll object to the form of the
- 8 question to the extent that it calls for a legal
- 9 conclusion, but you can answer.
- 10 A. I honestly don't know what they did,
- 11 whether they were inbound calls, outbound calls. They
- 12 need to adhere by the law. That's in the Standards of
- 13 Conduct. And we have nothing to do with, you know, how
- 14 they operate. They're expected to operate legally, within
- 15 the bounds of the law and the TCPA or any other rules that 16 exist.
- Q. (By Mr. Peluso) Does SunPath take any
- 18 steps to ensure that they are doing so, or is it simply
- 19 sending the Standards of Conduct? Are there any
- 20 procedures to ensure --
- 21 A. If we get --
- Q. -- compliance?
- A. If we get a complaint, we will look into
- 24 the complaint if we're able to. But other than that, no.
- Q. When you say "complaint," what do you mean Page 46

- 1 plaintiff's telephone number?
- 2 A. No.

3

- Q. Does SunPath have any dialing equipment?
- A. No.
- 5 Q. "Any prior express consent that was
- 6 obtained for you, American Protection, or anyone acting on
- 7 your behalf to place telephone calls to plaintiff or to
- 8 any other person, including the complete consent language
- 9 used."
- 10 Let's just start with the plaintiff Ruth
- 11 Smith. Are you aware of any prior express consent
- 12 obtained --
- 13 MR. CAFFAS: I will -- sorry. I'll let you
- 14 finish.
- 15 Q. (By Mr. Caffas) Sorry. I lost my train of
- 16 thought. Are you aware of any prior express consent
- 17 obtained by SunPath that would have given permission to
- 18 place telephone calls to plaintiff?
- MR. CAFFAS: Objection to the extent that
- 20 that term "prior express consent" hasn't been defined.
- 21 Calls for a legal conclusion and form of the question.
- 22 Vague. You can answer if you're able to, Andrew.
- A. Okay. We don't make any calls, so we
- 24 wouldn't have any prior consent to call. I would expect
- 25 that if American Protection had called, which I don't know Page 48

1 by that?

- A. If a customer were to call us and complain
- 3 that they think they're getting illegal calls or something
- 4 like that, we would try to help them out and figure out,
- 5 you know, what's wrong, but that's it. We have our policy
- 6 that they need to operate within the bounds of the law.
- 7 That's the Standards of Conduct.
- Q. Okay. So just to close the loop, other
- $9\,$ than the Standards of Conduct, SunPath doesn't have any
- 10 other practices, policies, or procedures that have been
- 11 implemented to ensure compliance with the TCPA or the
- 12 VTPPA, other than the Standards of Conduct and, you know,
- 13 responding to a consumer calling in with a complaint?
- 14 MR. CAFFAS: Objection to the extent that
- $15\,$ question is vague. Object to the form of the question.
- 16 Misstates the witness's testimony so far and calls for
- 17 improper legal conclusions. Andrew, if you can answer, do 18 so.
 - 0 SU.

 A That's all I maan
- 19 A. That's all, I mean, I've said, that took
- 20 place.
- 21 Q. (By Mr. Peluso) Okay. The next topic
- 22 here, the dialing equipment used to place any telephone
- 23 call to plaintiff's cellular telephone number, this will
- 24 probably be a quick one.
- 25 Did SunPath place any telephone calls to

- 1 if they did or not, that they would have prior consent and
- 2 be operating within the bounds of the law.
- Q. (By Mr. Peluso) But does SunPath have any
- 4 knowledge of whether American Protection actually had that
- 5 prior express consent, or is it just an assumption on your
- 6 part?
- 7 MR. CAFFAS: Objection. Calls for
- 8 speculation and an improper legal conclusion. Andrew, you
- 9 can answer.
- 10 A. I don't know.
- 11 Q. (By Mr. Peluso) You don't know. So you're
- 12 just making assumptions is what I'm saying? You don't
- 13 have any specific knowledge about whether --
- 14 A. Well, I'm not making an assumption. We
- 15 wouldn't have any prior consent because we don't make any
- 16 phone calls and no one makes them on our behalf. I would
- 17 assume if they called someone, then they have consent if
- 18 they needed it.
- 19 Q. Right. Again, so I understood your
- 20 testimony that SunPath does not place telemarketing calls.
- 21 The second half, though, where you said you're assuming
- 22 that American Protection would have obtained whatever they
- $23\,$ needed to obtain, I'm wondering if SunPath has actual
- 24 knowledge that they did that, or is it just you're making 25 assumptions?

- 1 MR. CAFFAS: Objection. 1 direct or indirect or have anyone make on our behalf phone 2 2 calls. A. They assigned --Q. Understood. But I'm trying to break this 3 3 MR. CAFFAS: Andrew -- Andrew, before you 4 answer, I want to object. I'll object to that -- to the 4 down. So I'm not asking about indirect or on behalf of. 5 form of the question. We're bordering on harassment at 5 A. You said direct. 6 this point. It's been asked and answered, calls for Q. Correct. That's all I was asking about. 7 speculation and a legal conclusion. Andrew, you can 7 So let's just take it one step at a time, so it's clear. 8 SunPath's testimony is it doesn't make any direct outbound 8 answer. 9 telemarketing calls to plaintiff or to anyone else? A. They signed our agreement and said they are 10 operating legally, so based on that, I assume they had 10 A. Correct. 11 consent. 11 Q. Okay. Because it doesn't make any direct 12 Q. (By Mr. Peluso) You assume. Okay. Did 12 outbound telemarketing calls, it, of course, didn't use 13 SunPath conduct any investigations to see if American 13 any dialing equipment to make these nonexistent calls; 14 Protection had consent? 14 right? Do you agree with that statement? A. No. I'm not aware of any investigation. I 15 15 A. Yeah. Yeah. 16 don't know why we would need to have an investigation. 16 Q. Okay. And because it doesn't make direct 17 Q. Okay. Okay. I think we can move on. 17 outbound telemarketing calls, it doesn't try to obtain 18 The next topic says, "The identities of all 18 prior express consent to obtain calls that it doesn't 19 make; right? 19 persons, and the total number of such persons, who you or 20 American Protection called using the same dialing 20 A. Right. 21 equipment that was used to call plaintiff where prior 21 Q. Okay. That's established. The next sort 22 express consent to call the person was obtained in the 22 of prong of this is with this third party American 23 same manner as consent was obtained to call plaintiff." 23 Protection. Correct me if I'm wrong, but I believe your Now, I understand from prior testimony 24 prior testimony was that SunPath doesn't have knowledge of 25 that, you know, SunPath didn't directly call plaintiff, 25 any outbound telemarketing calls that may have been placed Page 50 Page 52 1 doesn't have any dialing equipment, doesn't have any prior 1 by American Protection; is that accurate? 2 express consent. So is it correct to say that you don't 2 MR. CAFFAS: Objection. It misstates 3 Mr. Garcia's testimony, but you can answer to the extent 3 know the identities of any persons who check all these 4 boxes? 4 you're able to, Andrew. 5 5 A. Yes. We don't have any knowledge of any MR. CAFFAS: I'm going to object to the 6 extent you're misstating the witness's prior testimony and 6 calls they made. 7 maybe calling for speculation. Andrew, you can answer. Q. (By Mr. Peluso) Okay. So then, if I'm A. As I said, we would -- yeah. This question 8 asking you for the identities of persons and the total 9 is just like the others. We don't call people. We 9 number of persons who American Protection called using the 10 wouldn't know who the people are. Yeah. 10 same dialing equipment that was used to call the 11 (Reporter dropped internet connection.) 11 plaintiff, is SunPath's answer we don't know because, as 12 (Recess taken, 12:19 p.m. to 12:27 p.m.) 12 you just said, we don't have knowledge of their 13 Q. (By Mr. Peluso) All right. So we're back 13 telemarketing activities? I mean, is that fair? 14
- 14 on the record. We kind of -- just for the sake of the
- 15 transcript, we lost the court reporter to an internet
- 16 issue for -- for a few minutes there, but we're back on.
- 17 So I want to sort of pick up where we left off, which was
- 18 on this Topic 8.
- 19 Perhaps it would be helpful to -- to break
- 20 this down to make sure that I understand your testimony.
- So if we're just focusing on SunPath, my
- 22 understanding of your prior testimony is that SunPath does
- 23 not make direct outbound telemarketing calls to anyone,
- 24 including the plaintiff Ruth Smith; is that right?
- 25
 - A. Not quite. We don't make any outbound Page 51

- A. We don't have any knowledge of --
- 15 MR. CAFFAS: Hold on, Andrew, before you
- 16 answer. I'll object to the form of the question in that
- 17 it is vague and it calls for a legal conclusion and calls
- 18 for speculation. But you can answer.
- 19 A. We don't have any knowledge of any calls
- 20 they made or if they even called the plaintiff or what
- 21 they used to call.
 - Q. (By Mr. Peluso) Got it. So, therefore,
- 23 you're not aware of any identities or the total number of
- 24 such persons who ostensibly were called; right?
 - A. Correct.

- 1 Q. Okay. We're on the same page there.
- 2 Understanding that your testimony is that SunPath is not
- 3 aware of American Protection's telemarketing activities,
- 4 is SunPath aware of the identities of persons who were
- 5 sold SunPath products by American Protection?
- 6 A. Yes. We have -- we know who has a
- 7 contract -- if they purchased a contract because we have
- 8 to administer it.
- 9 Q. Okay. Understood. Fair. That ended up a
- 10 lot smoother on the second go-around once we got the court 10
- 11 reporter back.
- So Topic 9 says, "The dates, times, and
- 13 total number of all calls you or American Protection made
- 14 to each such person identified in response to Topic 8."
- 15 Is SunPath aware of any dates, times, or
- 16 total number of calls American Protection placed to
- 17 plaintiff or other persons during the relevant time
- 18 period?
- MR. CAFFAS: Objection to the form. The
- 20 question is vague. It calls for speculation. You can
- 21 answer, Andrew.
- A. It's the same answer as the last question.
- 23 I wouldn't have any idea who they made calls to or when
- 24 they were or anything else about them.
- Q. (By Mr. Peluso) Okay. Topic 10 is going

- A. That seems like the same question. We
- 2 don't -- we don't do training and we don't have an
- 3 internal do not call list.
- 4 Q. Has SunPath ever encouraged or required any
- 5 third party to conduct training regarding an internal do
- 6 not call list?
- 7 MR. CAFFAS: Objection to the form. Vague.
- 8 And I believe it's asked and answered. But you can answer
- 9 it, Andrew.
- O A. We don't have an internal do not call list
- 11 and we haven't had anyone train on a do not call list and
- 12 we don't make any calls --
- 13 Q. (By Mr. Peluso) Let me just ask -- pardon
- 14 me. I broke my rule and spoke over you and I'm sorry.
- 15 Let's just focus on American Protection,
- 16 this third party that we've discussed during this
- 17 deposition. Has SunPath ever conducted any training to
- 18 American Protection regarding an internal do not call
- 19 list?
- A. No. We don't have an internal do not call
- 21 list.
- Q. Okay. Has SunPath ever encouraged American
- 23 Protection to implement its own internal do not call list?
- 24 A. No
- 25 Q. Okay. For Topic 12 -- I don't want to keep

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- 1 to be the same answer, so we can just skip that.
- 2 Topic 11, though, asks about any internal
- $3\,$ do not call lists or policy regarding any such list that
- 4 SunPath or a third party acting on your behalf implemented
- 5 or considered implementing. Let's just stop there.
- 6 Does SunPath have an internal do not call
- 7 list?
- 8 A. We don't make any calls, so we don't have
- 9 an internal do not call list.
- 10 Q. Okay.
- 11 A. We don't have anyone calling on our behalf.
- 12 Q. Okay. So SunPath does not have an internal
- 13 do not call list. Does SunPath have or manage an internal
- 14 do not call list on behalf of any third parties?
- 15 MR. CAFFAS: Objection.
- 16 A. No.
- 17 MR. CAFFAS: Vague. Calls for a legal
- 18 conclusion.
- 19 Q. (By Mr. Peluso) You can answer if you
- 20 understand the question, Mr. Garcia.
- 21 A. We don't -- we don't have an internal do
- 22 not call list. We don't manage internal do not call lists
- 23 for anyone else.
- Q. Okay. Has SunPath ever conducted any
- 25 training regarding an internal do not call list?

2 American Protection successfully sold a SunPath product

1 going over the same ground. Regarding the customers that

- 3 to, which you testified that you're -- you're aware of
- 4 those identities because SunPath had to administer the
- 5 contracts, are you aware of any such persons that reside
- 6 in the State of Virginia?
- 7 MR. CAFFAS: Objection. Calls for
- 8 speculation.
- 9 A. I don't know offhand if any of the people
- 10 who purchased contracts are in the State of Virginia or
- 11 not.
- 12 Q. (By Mr. Peluso) Would the contract --
- 13 sorry. Scratch that.
- So would the contracts that were sold by
- 15 American Protection have the address of the customer on
- 16 the contract?
- 17 A. Yes.
- Q. Okay. Would it be possible for SunPath to
- 19 review those contracts to see if any of the addresses that
- 20 appear on the contract are Virginia addresses?
- 21 A. Yes.
 - O. Do the contracts contain the customers'
- 23 telephone number?
- A. Usually. They don't always. It depends if
- 25 it gets entered onto the contract.

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- 1 you -- you asked the question specifically with regard to 2 American Protection?
- 3 MR. PELUSO: I did.
- 4 A. Okay. Well, 18 says people calling on your
- 5 behalf. Nobody calls on our behalf. And the receipt of
- 6 complaints regarding American Protection -- receipt of
- 7 complaints. Complaints from consumers or people who
- 8 bought contracts?
- Q. (By Mr. Peluso) That's what I'm asking
- 10 about, yes. Has SunPath --
- 11 A. I'm not -- I'm not personally aware of
- 12 complaints that we've gotten about -- from purchasers of
- 13 American Protection, no. But -- there may have been some.
- O. When a consumer contacts SunPath with a
- 15 complaint about the conduct of a third party, are those
- 16 complaints logged by SunPath?
- 17 A. That would depend on the complaint. So if
- 18 somebody calls up and says they don't think their claim
- 19 was fixed right or something like that, I mean -- I mean,
- 20 I don't -- I don't know. If someone were to complain and
- 21 say, you know, these guys called me, can you have them
- 22 stop, that would be referred to our attorney and our
- 23 attorney would look into it.
- But I'm not -- I'm personally not aware
- 25 that we've received complaints regarding American

- Q. Has it ever provided call scripts,
- 2 marketing materials, or marketing guidelines to any other 3 third party?
- 4 MR. CAFFAS: Objection. Relevance. You
- 5 can answer.
- Q. (By Mr. Peluso) I think you may have
- 7 answered no, but I'm not sure if the reporter caught that.
- 8 A. We don't provide any of those things.
- 9 That's not the business we're in.
- 10 Q. Okay. Topic 20, we'll stick again just
- 11 with American Protection. Has SunPath ever conducted
- 12 audits or periodic reviews of American Protection?
- 13 A. No.
 - O. No. Has SunPath ever conducted any
- 15 oversight of American Protection's marketing behavior or
- 16 practices?

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- 17 MR. CAFFAS: I'll object to the form of the
- 18 question. It's vague. You may answer, Andrew.
 - A. No.
- 20 Q. (By Mr. Peluso) All right. I know you're
- 21 trying to get out of here in 3 minutes. I'm actually
- 22 almost done.
- 23 A. Yeah. I have to get off like soon. Yeah.
 - Q. Yeah. I know. I know. We're really
- 25 almost done. I'm not going to ask any more questions once Page 68

- 1 Protection.
- Q. Okay.
- A. It doesn't mean we didn't get any, but I'm 3 4 not aware of any.
- Q. And that's -- that's why I'm asking if the
- 6 complaints would be logged in any way. I understand
- 7 you're saying you're not aware of any. I'm just wondering
- 8 if there would be records of the complaints that SunPath
- 9 would have.
- 10 A. If it was someone who was very upset and,
- 11 you know -- this is the case with anything: Our customer
- 12 service people, our claims people would transfer them to
- 13 Paul and he would log it.
- Q. Okay. Is there anyone other than Paul who
- 15 would be involved in that process?
- 16
- Q. Okay. Is Paul the only attorney that works 17
- 18 in-house for SunPath?
- 19 A. Yes.
- 20 Q. Okay. So Topic 19, are there -- let me ask
- 21 this another way. Let's start with just American
- 22 Protection. Has SunPath ever provided call scripts,
- 23 marketing materials, or marketing guidelines to American
- 24 Protection?
- 25 A. No.

1 we get through these topics. Is it okay if we proceed?

- THE DEPONENT: I've got to be off at
- 3 exactly 1:00. I can get back on probably at 12:40, but I
- 4 have to be off at 1.
- 5 MR. CAFFAS: And Pat, I have -- I have
- 6 redirect, as well. So would it be helpful --
- MR. PELUSO: That's fine. Yeah. We can
- 8 just break here. What time do you think you can be back,
- 9 Andrew? I just want to make sure I'm clear on that.
- 10 THE DEPONENT: To be safe, 12:45 -- 1:45.
- 11 MR. PELUSO: Right. I was going --
- 12 THE DEPONENT: 1:45 East Coast. I think
- 13 you guys are somewhere else.
- MR. PELUSO: Okay. All right. So we'll 14
- 15 break and then we'll hop back on at 1:45 Eastern.
- 16 THE DEPONENT: Okay.
- 17 (Recess taken, 12:58 p.m. to 1:47 p.m.)
- Q. (By Mr. Peluso) Okay. All right. We're 18
- 19 back on the record. Are you able to see my -- my screen?
- 20 Is it still sharing?
- 21 A. Yes.
- 22 Q. Okay. So, you know, just to sort of
- 23 refocus, we're on Exhibit 1, the Rule 30(b)(6) deposition
- 24 notice. There's just a few more topics here that I kind
- 25 of want to address with you and then we'll -- we'll turn

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- 1 it over for Greg's -- Greg's redirect.
- 2 I think we left off the Topic 20, which
- 3 says, "Any oversight, audits, or periodic reviews of
- 4 American Protection or any third party that places calls
- 5 on your behalf or for your benefit during the relevant
- 6 time period."
- 7 To some extent, this is ground that we've
- 8 covered, but does SunPath conduct any oversight of
- 9 telemarketing practices of American Protection?
- 10 A. Okay. Well, nobody places calls on our
- 11 behalf, I'll say again. And as far as oversight audits
- 12 and periodic reviews of American Protection, no. We just
- 13 look into problems we think -- if there's a problem that
- 14 needs to be addressed.
- 15 Q. What sort of problems would those be?
- 16 A. If we had a customer -- if we had a
- 17 customer complaint, we would look into the customer
- 18 complaint.
- 19 Q. Got it. Got it. But other than that, no
- 20 periodic reviews or anything like that?
- 21 A. No.
- Q. Okay. I think, really, the last topic I
- 23 want to -- sorry. My phone is going off here. My
- 24 apologies.
- 25 The last topic I kind of want to discuss

- 1 addressed with regard to Topic Number 24.
- 2 Andrew, you said that 100 percent of the
- 3 revenue is -- is due to sales by third parties because
- 4 SunPath doesn't sell; right?
- 5 A. Yes.
- 6 Q. Is SunPath able to discern what portion any
- 7 percent of that revenue is generated through any specific
- 8 type of marketing?
 - A. The specific type of marketing? No.
- 10 Q. Like, for example, you wouldn't be able to
- 11 tell what proportion is done through direct calls versus
- 12 online sales or sales generated through a third party's
- 13 use of mailings, documents?
- 14 A. Correct. We don't know what type of
- 15 marketing a third party uses.
- Q. Okay. As a proportion of the total revenue
- 17 that SunPath would generate through third-party sales, do
- 18 you have any idea what American Protection specifically
- 19 would be responsible for?
- A. It would be very small. I don't know what
- 21 percentage, but it would be very small.
- Q. So would it be accurate to say that you
- 23 don't rely in any large part on American Protection's
- 24 sales of SunPath products?
- A. No. Not at all.

- 1 with you about is Topic 24 here, that says, "Your sources
- 2 of revenue, including the portion of your revenue that is
- 3 generated from sales made by third parties acting on your
- 4 behalf."
- 5 So just, you know, to sort of -- to frame
- 6 this a little bit, I'm not asking you to disclose
- 7 SunPath's total revenue; right? Give me a number. I'm
- 8 not asking that. And I -- I understand sort of your
- 9 consistent statement through this deposition that third
- 10 parties don't act on your behalf. So let's sort of
- 11 reframe this to -- a way that I think everyone can agree.
- 12 I'm interested in understanding the portion
- 13 of SunPath's revenue that is generated from sales made by
- 14 third parties who sell SunPath's service contracts.
- 15 Is that 100 percent of SunPath's revenue?
- 16 Is it 10 percent? What sort of chunk of its revenue do
- 17 you think is generated by third-party sales?
- A. 100 percent of our revenue is from third
- 19 parties because we don't do any selling.
- 20 MR. PELUSO: Okay. Easy enough. I don't
- 21 really have anything else. I'll turn it over to Greg.
- 22 EXAMINATION
- 23 BY MR. CAFFAS:
- Q. Great. First things first. I just want to
- 25 address that last line of questioning that Pat just

- 1 Q. It is not essential to SunPath's business,
- 2 American Protection sales?
- 3 A. Not at all.
- 4 Q. Andrew, I want to clarify your testimony
- 5 regarding earlier in the deposition, when you discussed
- 6 the documents you reviewed in preparation for the
- 7 deposition.

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- 8 In the process of preparing for this
- 9 deposition, did you also review relevant pleadings filed
- 10 in this case including, for example, the complaint, as
- 11 well as documents produced by American Protection in
- 11 well as documents produced by American Frotection
- 12 response to subpoenas in this case?
- 13 A. Yes.
- 14 Q. And also, when asked if SunPath
- 15 communicated with any third parties regarding this case, I
- 16 believe there may have been some confusion regarding who
- 17 plaintiff's counsel was referring to when it said "third 18 party."
- 19 Did anyone at SunPath contact American
- 20 Protection regarding the claims at issue in this case?
- 21 A. Paul.
- O. And was that disclosed in the documents
- 23 that SunPath produced in response to plaintiff's discovery
- 24 requests in this case?

A. Yes. I believe so.

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Q. And when you say "Paul," I assume you're 1 1 people what our products are and how they work. 2 referring to Paul Sporn? 2 Q. And -- but as part of that product 3 A. Paul Sporn, our attorney. 3 education, would SunPath ever provide American Protection Q. And are you aware of whether he was able to 4 with any kind of instruction as to how to market or sell 5 contact American Protection and receive any response about 5 that product at all? 6 the claims in this case? A. No. 7 A. Yes. He spoke to them. Q. To your knowledge, would SunPath have any Q. And in any of the communications that 8 knowledge of any subcontractor that American Protection 9 would have hired in order to market or sell any product? 9 SunPath specifically, through Paul, had with American 10 Protection, are you aware of whether American Protection 10 A. No. 11 represented that it violated any of the telemarketing laws 11 Q. Okay. I'd like to now direct you to the 12 that are at issue in this case? 12 bottom of page 223 of Mr. Chukran's deposition testimony 13 A. No. They said they didn't. 13 where it -- where it states at page -- at line 24, it 14 Q. I'm sorry. When you say they didn't --14 savs: 15 A. They didn't violate any laws. 15 "On occasion, some companies would offer 16 Q. As part of the preparation for today's 16 training that could be done, for example, via Zoom, and 17 deposition, did you review the deposition transcript for 17 that would include some subcontractors attending those 18 the deposition that was conducted with American Protection 18 trainings." 19 in connection with this case? 19 Do you ever know of an -- are you aware of 20 A. Yes. 20 any instance in which SunPath would have provided any Zoom Q. I'm going to share my screen here. Sorry. 21 training of any type to any subcontractor of American 22 My -- okay. Can you see on my screen what I have here 22 Protection? 23 that's --23 24 A. Yes. 24 Q. I'd like to now direct you to line 6 of 25 Q. -- the cover page of Mr. Chukran's 25 page 224 of Mr. Chukran's deposition, where he says, Page 74 Page 76 1 deposition as a representative for American Protection? 1 "Possibly." And that is in the context of whether or not 2 American Protection's subcontractors may have received A. Yes. Q. And do you recognize this as the transcript 3 training. And then he continues: 3 4 that you reviewed? "I'm not sure of an exact -- I don't have a 5 A. Yes. 5 time. I don't know exactly, but SunPath does have a sales Q. And I'll represent that this is just an 6 representative. His name's Brian. It is my understanding 7 excerpt of Mr. Chukran's deposition, and I will scroll to 7 his job is to provide training." 8 testimony that he provided on page 222. Are you aware of an employee of SunPath 9 Okay. You'll see here it starts at line named Brian that Mr. Chukran --10 10 20 -- the question that I'm referring to -- the question A. Yes. 11 Q. -- is referring to? 11 posed to Mr. Chukran was: 12 12 "Did SunPath provide any kind of training A. Yes. 13 to American Protection? 13 O. And who is Brian that Mr. Chukran is 14 "Answer: Any kind of what?" 14 referring to? 15 It was clarified "training" in line 23. 15 A. Brian is our account rep, so when, you 16 And you'll see on line 24, Mr. Chukran 16 know, an independent company has a question about our 17 answered, "Just in terms of product training." 17 product or something, they can call Brian. If they have 18 Do you see that? 18 an issue that they think a customer is upset over a claim 19 19 or something, they can call Brian. A. Yes. Q. Do you have any idea what Mr. Chukran would 20 He's just an account rep that people 21 have been referring to when he referenced "product 21 contact and he would educate people, he would tell them 22 training"? 22 about our products and that's it. He doesn't provide any 23 A. He would be referring to getting education 23 kind of training, other than telling people about how our 24 on what our products are. I really wouldn't call it 24 products work.

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Q. Okay. So would it be accurate to say that

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25

25 training. I would call it education. So we explain to

- $1\ \ \text{he never conducted training sessions of any kind for any}$
- 2 third party authorized to sell --
 - A. No. He does not provide training ever.
- 4 Q. And would that be accurate then to also say
- 5 that he didn't provide -- "he" being Brian in this case or
- 6 anyone else at SunPath -- did not provide any kind of
- 7 training or instruction on how to market or sell any
- 8 SunPath product in any way to a third party authorized to
- 9 market or sell SunPath's product?
- 10 A. Yes. That's accurate. Brian doesn't do 11 any training.
- 12 Q. Do you have any idea why Mr. Chukran would
- 13 have testified to that?
- 14 A. No. I mean, he may have had other
- 15 companies provide training, but Brian didn't do it. I
- 16 mean, I don't -- I have no idea what someone provided to
- 17 them, but it wasn't SunPath or Brian.
- 18 Q. Okay. I'd like you now to look at line 15
- 19 of page 224 of Mr. Chukran's deposition testimony where
- 20 the question was asked:
- 21 "And you said already, though, that if it
- 22 was any kind of training, it would just be as to what
- 23 SunPath's products are."
- 24 To which Mr. Chukran responded:
- 25 "In some cases, they would offer -- and,
- Page 78

- A. No. No. They -- they all offer other
- 2 products.

1

- 3 Q. So, to your understanding, American, for
- 4 example, would have been authorized to offer SunPath's
- 5 competitors' products alongside SunPath's products to any
- 6 consumer they contacted?
- 7 A. Yes. That's up to them. We have nothing
- 8 to do with it.
- 9 Q. And to your knowledge, did American
- 10 Protection offer other companies' products at the same
- 11 time it was authorized to sell SunPath's products?
- 12 A. I believe so, but I don't know for sure
- 13 because I don't know what they sell.
- Q. You mentioned there may have been one other
- 15 complaint involving American Protection besides the
- 16 complaint in this lawsuit.
- Do you recall, in that other case, whether
- 18 or not SunPath or American Protection were found to be
- 19 liable for violating any telemarketing laws?
- A. We haven't been liable for anything, and to
- 21 my knowledge, they haven't been, either, but -- that's my
- 22 understanding.
- Q. And to your knowledge, regarding the other
- 24 complaint or case you referred to involving American
- 25 Protection, were the telemarketing calls that were the
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- $1\,$ again, I -- I don't have specific incidents, but just in
- 2 terms of industry, sometimes they would offer some
- 3 incentives of the highest sales for the month, for
- 4 example. They would offer some kind of cash incentive."
- 5 To your knowledge, Andrew, was there ever
- 6 any incentives SunPath offered based on monthly sales or a
- 7 cash incentive to any third-party marketer or seller of
- 8 SunPath's products?
- 9 A. No. We have never offered them or anyone
- 10 else a cash incentive to sell products, no.
- 11 Q. Okay. And specifically, with regard to
- 12 American Protection, would it also be accurate that there
- 13 was no kind of any cash or monthly incentive for the
- 14 volume of SunPath's products?
- 15 A. Correct. We never offered American
- 16 Protection any type of incentive or anything else.
- Q. Andrew, did SunPath ever in any way
- 18 restrict American Protection's ability to offer other
- 19 companies' products at the same time American, for
- 20 example, was authorized to sell SunPath's products?
- A. Did we restrict what?
- Q. Was -- for example, did the agreement that
- 23 SunPath has with American Protection or any third party
- 24 restrict those parties from offering other companies'
- 25 products? For example, SunPath's competitors' products?
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- 1 subject of that case or complaint prior to or after the
- 2 calls at issue in the present lawsuit?
- 3 A. I believe they were after, but I would have
- 4 to check.
- 5 Q. To the best of your knowledge, do you have
- 6 any knowledge at all of American Protection being accused
- 7 of telemarketing violations prior to the calls that are at
- 8 issue in this case that Ruth Smith has filed against
- 9 SunPath?
- 10 A. No.
- 11 Q. Do you recall reviewing and verifying the
- 12 contents of the written discovery responses that SunPath
- 13 provided in this case?
- 14 A. Yes.
- Q. And were those responses accurate to the
- 16 best of your knowledge based on the information you had
- 17 available?
- 18 A. Yes.
- 19 Q. Andrew, if you'll recall, the agreement
- 20 between SunPath and American Protection that you reviewed
- 21 earlier today, is it your understanding that pursuant to
- 22 the terms of that agreement, American Protection agreed to
- 23 obey all applicable laws that are the subject of any
- 24 marketing that it undertook?
 - A. Yes. Yes, I did.

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1 Q. Has SunPath ever directed American	1 THE COURT REPORTER: Is there a trial date
2 Protection or any other third-party authorized sellers of	2 I need to be aware of?
3 SunPath's product to violate the Telephone Consumer	3 MR. PELUSO: No trial date.
4 Protection Act?	4 (Exhibit 5 was marked.)
5 A. No.	5 *******
6 Q. Has SunPath ever directed American	6 (WHEREUPON, the foregoing deposition was
7 Protection or any other third party authorized to sell or	7 concluded at the hour of 12:14 p.m. Total time on the
8 market SunPath's product to violate the Virginia Telephone	8 record was 2 hours, 15 minutes.)
9 Privacy Protection Act?	9
10 A. No.	10
11 Q. Has SunPath ever directed American	11
12 Protection to violate any telemarketing laws?	12
13 A. No.	13
14 Q. Has SunPath ever authorized American	14
15 Protection to operate outside of the bounds of the	15
16 agreement between the parties?	16
17 A. No.	17
18 Q. Is SunPath aware at all that American	18
19 Protection has at any time violated any telemarketing	19
20 laws?	20
21 A. No.	21
Q. Has SunPath ever intentionally violated the	22
23 Virginia Telephone Privacy Protection Act?	23
24 A. No.	24
Q. Has SunPath ever caused another party to	25
Page 82	Page 84
1 call Ruth Smith or any other person in violation of any	I, ANDREW GARCIA, the deponent in the above
2 law governing telemarketing?	2 deposition, do hereby acknowledge that I have read the
3 A. No.	3 foregoing transcript of my testimony, and state under oath 4 that it together with any attached Amendment to
3 A. No. 4 MR. CAFFAS: I think that's all I have for	3 foregoing transcript of my testimony, and state under oath 4 that it, together with any attached Amendment to 5 Deposition pages, constitutes my sworn testimony.
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1	CERTIFICATE OF DEPOSITION OFFICER
2	STATE OF COLORADO)
3	CITY AND COUNTY OF DENVER)
4	I, Bonnie Carpenter Johnshoy, a Registered
5	Professional Reporter, commissioned to administer oaths,
6	do hereby certify that previous to the commencement of
7	the examination, the witness was duly sworn by me to
8	testify to the truth in relation to matters in
9	controversy between the said parties; that the said
10	deposition was taken in stenotype by me at the time and
11	place aforesaid and was thereafter reduced to typewritten
12	form by me; and that the foregoing is a true and correct
13	transcript of my stenotype notes thereof.
14	That I am not an attorney nor counsel nor in any
15	way connected with any attorney or counsel for any of the
16	parties to said action nor otherwise interested in the
17	outcome of this action.
18 19	Fonce Carpela
20	Bonnie Carpenter Johnshoy
20	Registered Professional Reporter
21	Certified Shorthand Reporter
	Certified Realtime Reporter
22	dererried Redrerme Reporter
23	
24	
25	
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